·SPC·

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

Randall Morton
SU 22 Franklin West
4497 Highbridge Road
Fairfax, VT 05454

October 2018

Skip Tilton
President

Corporate Office:
1491 East Side River Drive
Dummer, NH 03588
(800) 750-1538

VISIT US ON THE WEB:
www.spccopypro.com

Randall Morton
SU 22 Franklin West
4497 Highbridge Road
Fairfax, VT 05454

Dear Randall:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is now 11 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services as well as new services soon to be offered and how you can benefit from these services.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

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The SPC Team…
## *would like to personally thank you for your continued trust and confidence!*

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.
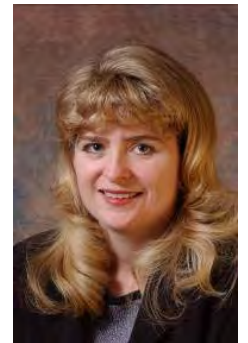
Jessica Paradis
Accounting Coordinator
As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster
Operations Manager
My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer *at no additional charge to our clients* features that normally cost thousands of dollars.

Pam Weed
Client-Vendor Relations
It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

Joel Heffernan
Implementation Specialist
With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experince with SPC.

Robert Dutil
Director of Information Technology
I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Equipment Health Status

Total Number of Machines:	53
Total Black Photocopiers	11
Total Color Photocopiers	3
Total Black Network Printers	30
Total Color Network Printers	9
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	1
# of Units Overused:	0
# of Units Underused:	2
Commencement Date:	8/2/2016
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2022
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Randall,

On paper, everything looks pretty good. I would definitely continue to pay down your principal on your capital lease.

It is important to not ignore machines that are being overused or underused. We only noticed 2 printers being underused, having done less than 500 prints last year. We will continue to monitor the usage to see if this changes. One of our jobs is help flag these kinds of devices so that you can maximize your capital investment as well as minimize the cost of operation on your service contracts. Although your color usage went up last year, that is in line with what we are seeing in 55 other school districts for the student population you have.

Also, keep in mind there are some powerful print management software that you may want to consider next time around. (See page #11)

Sincerely,
Skip

Aging Equipment Summary

The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need to be considered to see if they are due for replacement soon.

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
SU 22 District Office	Accounts Payable	HP Laser Jet 600 M602	CNCCF2S1JC	OSV	11/2011

Non Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET 200 COLOR M251NW	CND1H49732	172.17.2.253	10/12/2018 8:19:52 AM
HP COLOR LaserJet M553	JPBCK140C3	10.11.0.209	10/15/2018 8:19:48 AM
HP Designjet T120	CN73D8M02P	172.17.30.23	10/15/2018 8:19:48 AM
HP LASERJET 1022n	JN0144R	172.17.30.35	10/13/2018 8:19:52 AM
HP COLOR LaserJet 2600n	CNGC65P1NX	10.11.0.151	10/15/2018 8:19:48 AM
HP Officejet Pro 8610	CN5BEF3206	172.17.30.38	10/12/2018 8:19:52 AM
EPSON WF-100 Series	EPEEFDF1ENSN3	192.168.111.232	10/12/2018 8:19:52 AM
HP Officejet Pro 8610	CN5CNF32M4	172.17.137.155	10/15/2018 8:19:48 AM

Machine Count: 8... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.

1988   **Specialized Purchasing Consultants opens its doors**

- Began offering equipment at the sales representative's cost with continued cooperative buying power, obtaining competitive rates on leases, equipment, and service and supply contracts.

1999   **Improved Annual Reports**

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail
- Initiated 5% cost per print annual increase cap

2001   **Solid-Ink Printers and Meter Collection**

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing

2002   **Bond Counsel Review**

- Added Bond Counsel Review to endure any and all funding sources provided legal documentation to meet State statutes and regulations

2003   **Contracts and Warranties Updated**

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business

2005   **Economic Municipal Relief Fund Established**

2006   **Data Collection Agent**

- Data Collection Agent Software offered for meter collection convenience

2007   **Insurance Fund**

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs)

2012   **STARDoc - Print Management Software Developed and Implemented**

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced

2013   **STARDoc - Daily Tracking**

- Meters gathered daily to track usage

| **2014** | **STARDoc - Monthly Audits** |

- Users can see a monthly snapshot of current usage and estimated projections

| **2015** | **STARDoc - Mapping Options and Asset Management** |

- Allows mapping of other IT devices (Wireless Access Points, IP Cameras, Projectors, VoIP Phones, etc.)
- IT Asset Management tracks all IT purchases, warranty expirations, etc.

| **2018** | **STARDoc - Improved Pinpointing of Budget and Communications** |

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier

- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
  - Allows you to formulate next year's budgets as early as December
  - Allows you to see the projected usage bill in advance
  - Tabulate total budgets and total costs district wide
  - Volume or cost pages allow you to pinpoint specific machines on the floor plans
  - Timeline - allowing you to go back to see how your budget compares to previous years

- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
  - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
  - Device information tab will allow you to easily access the web interface of the printer/copier
  - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
  - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)

- **Floor Plans Admin** - Who Benefits? Business Manager and IT
  - Allows IT and Business Manager to move devices around on Floor Plan
  - Paper trail of device locations after summer break
  - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
    - Control Access and Permissions to Star Doc
    - Toggle Email all (Toner, Service Monthly Audits)

- **Device Listing Page** - Who Benefits? Business Manager and IT
    - Centralized location for detailed information of District's assets
    - Exportable device listing to Excel or PDF
    - Tracks additional non-contract devices
    - IP Addresses and MAC addresses automatically imported
    - Strikethrough on machines that have been removed

- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
    - Monthly Cost Snapshot
    - Shows amount of devices not reporting to help improve accuracy of projections

- **Timeline:** Who Benefits? Business Manager
    - Track historical volume and cost per building

- **"Last Sync Date"** Who Benefits? IT Manager
    - Shows the last time that FMAudit synced for that client

New Features

Industry Wide
Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing.

➢ Print to a single global queue, walk up, and collect at any device.

➢ The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.

STARDoc
NEW! Over Budget Report feature

➢ Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.

➢ Catch overused equipment early, before equipment begins to break down due to over use.

➢ Request service history on any machine right through STARDoc.

Over Budget	✖
Room:	Room 201 Principal's Office
Make & Model:	Canon IRC5051
Serial Number:	GQM65369
IP Address:	172.16.10.145
Projected Amount Over Budget:	$1,902
Previous	Next
	Request Service History Close

Annual Black Volume by Building

| ■14-15 | ■15-16 | ■16-17 | □17-18 | % difference between Previous Year and Current Year |
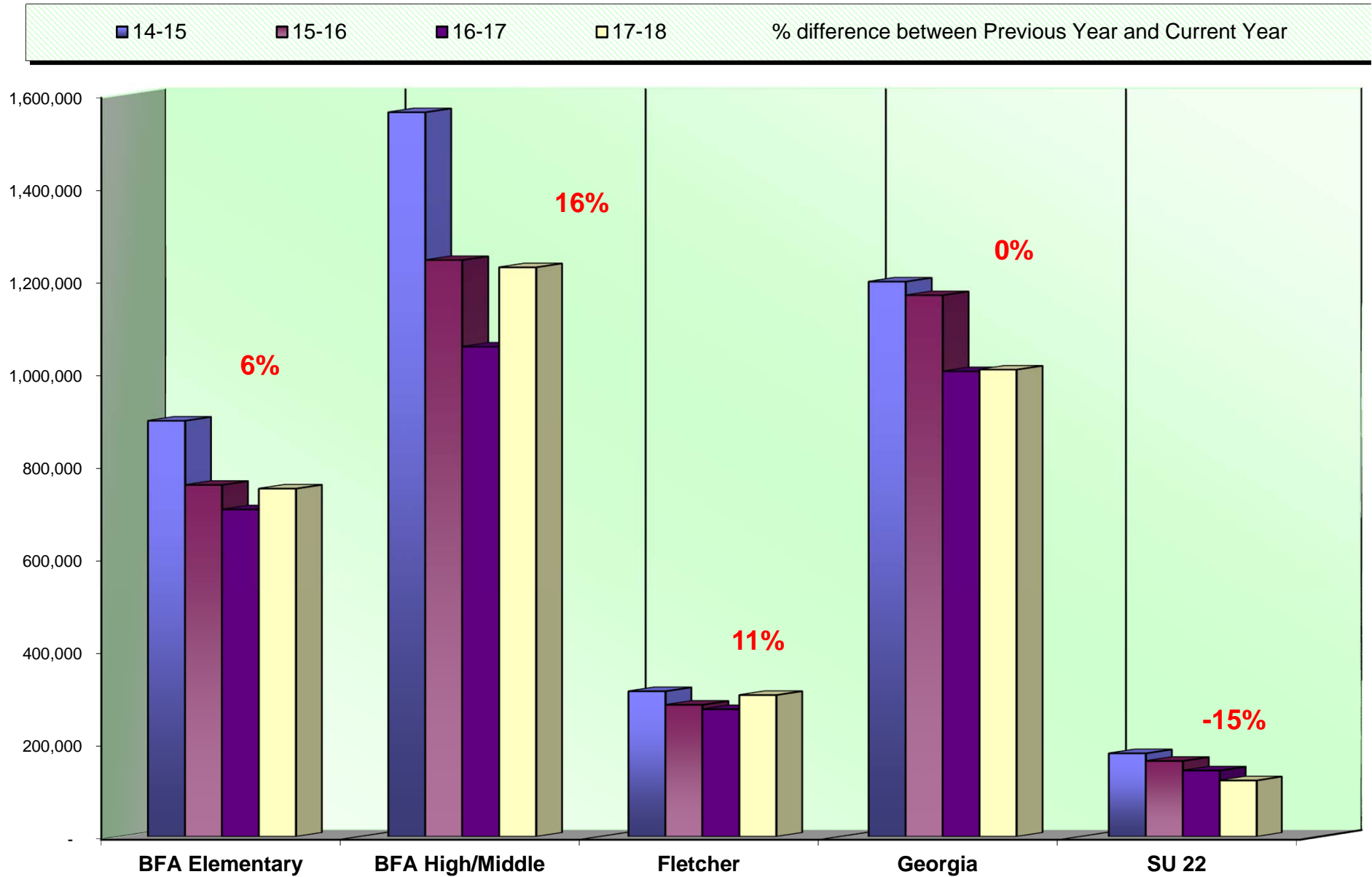
Annual Black Volume Overall

7%

Average Student to Copy Usage – Black Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bellows Free Academy Elementary	410	750,451	$13,602.28	1,830	$33.18
Bellows Free Academy High	287	834,288	$15,454.55	2,907	$53.85
Bellows Free Academy Middle	205	393,542	$7,087.09	1,920	$34.57
Fletcher Elementary	136	304,523	$5,651.55	2,239	$41.56
Georgia Elementary & Middle	638	1,007,091	$18,222.25	1,579	$28.56
SU 22 District Office	0	121,003	$2,457.49	0	$0.00
Totals	**1,676**	**3,410,898**	**$62,475.22**	**2,035**	**$37.28**

Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.

Cost Comparison – Black Only

This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	209,301,843	$4,194,294.05	2,354	$47.17

* Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment

Average Copies Per Student - Black

16/17	2354
15/16	2351
14/15	2418
13/14	2579
12/13	2516

2200 2250 2300 2350 2400 2450 2500 2550 2600

Annual Color Volume by Building

Annual Color Volume Overall

29%

14-15	15-16	16-17	17-18
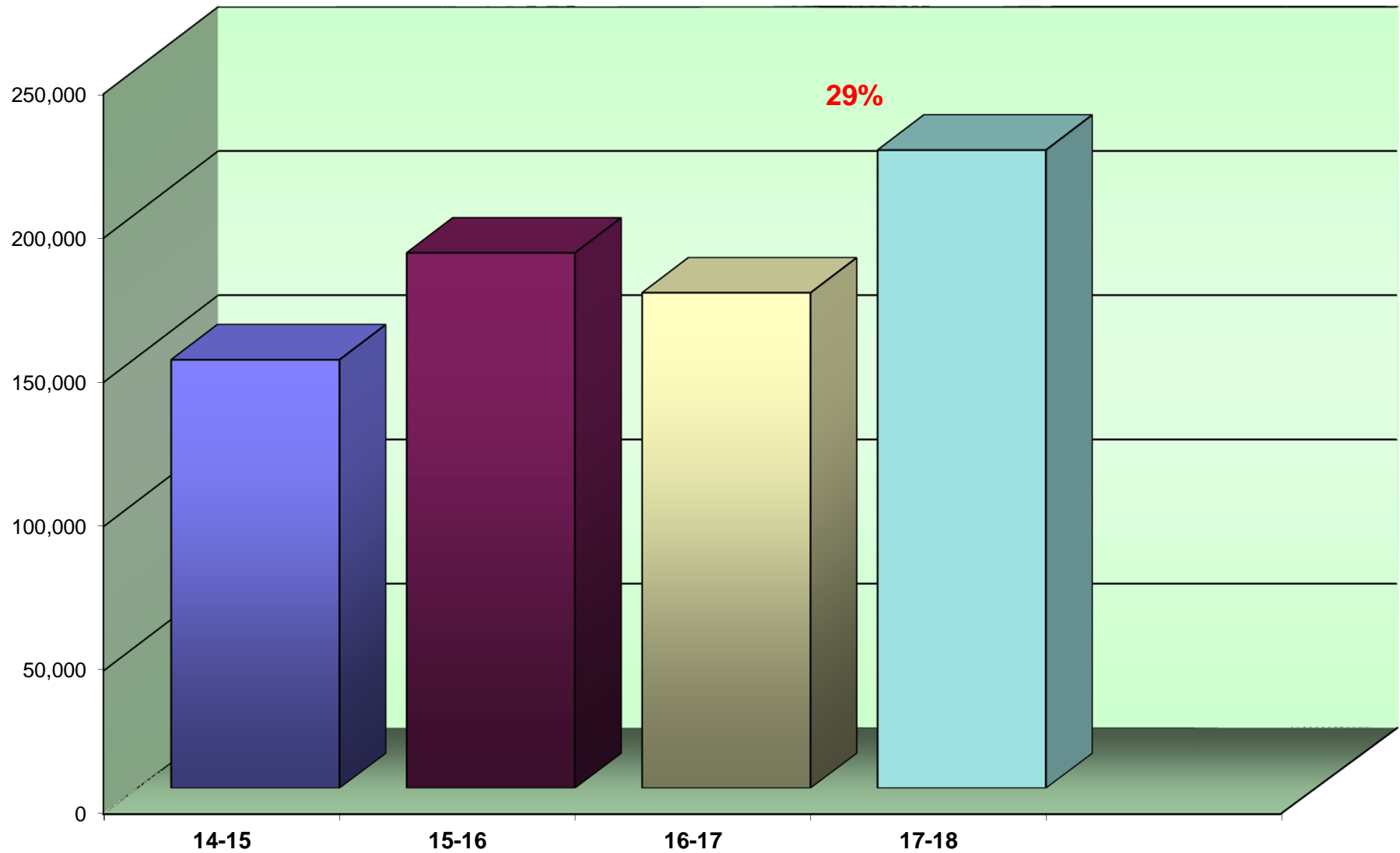
% amount equals the overall increase or decrease between Previous Year and Current Year

Average Student to Copy Usage – Color Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

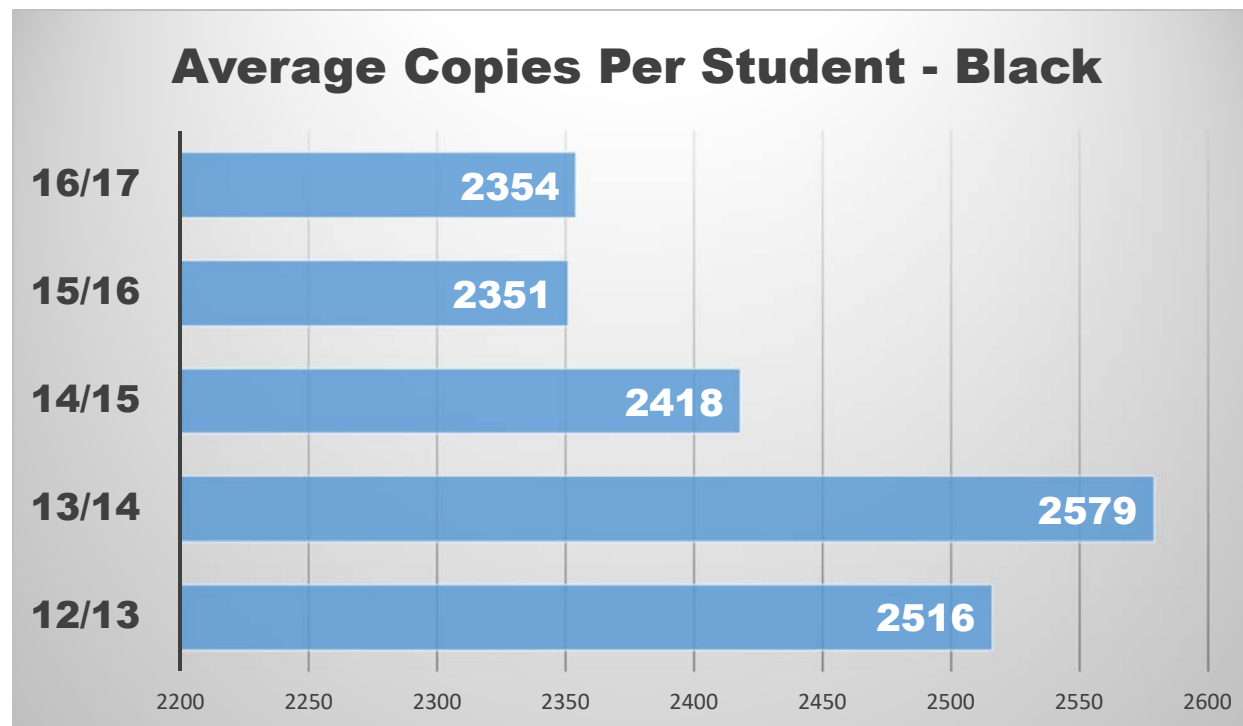| Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bellows Free Academy Elementary	410	10,486	$896.87	26	$2.19
Bellows Free Academy High	287	71,018	$3,780.25	247	$13.17
Bellows Free Academy Middle	205	5,870	$502.06	29	$2.45
Fletcher Elementary	136	12,306	$1,052.53	90	$7.74
Georgia Elementary & Middle	638	98,195	$5,600.54	154	$8.78
SU 22 District Office	0	23,656	$1,105.68	0	$0.00
Totals	**1,676**	**221,531**	**$12,937.93**	**132**	**$7.72**

Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report. Note: New STARDoc tool will flag the High Color Usage. See Page # 11 under new STARDoc features. Industry Ratios are 185 color prints per student per year. Please contact our SPC technical team to provide training to your staff.

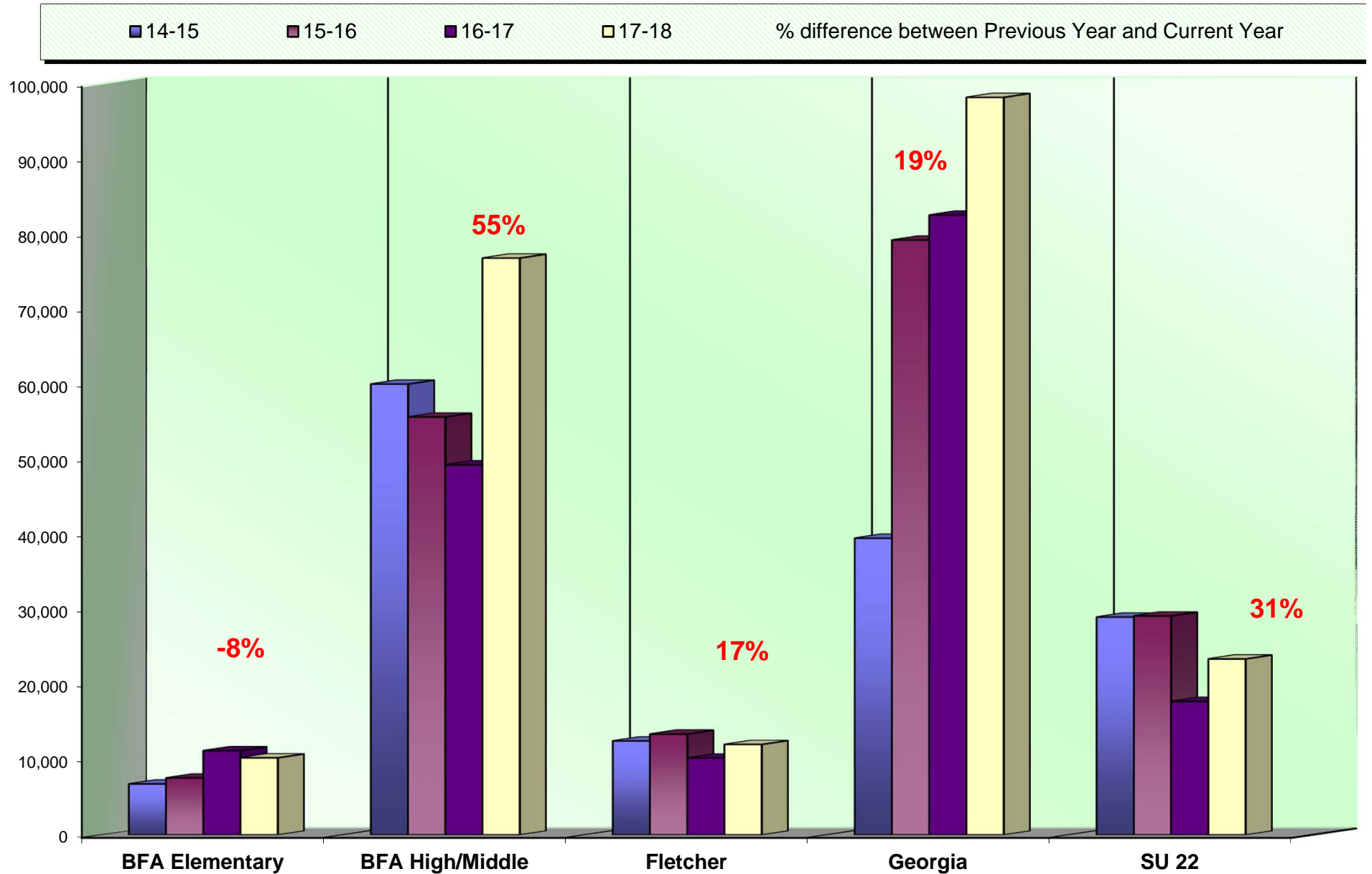|		
District Wide Black Totals	*3,410,898*	*$11,422.58*
District Wide Color Totals	*221,531*	*$12,585.98*

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	16,474,996	$820,060.24	185	$9.22

* Total District Cost refers to the cost of Service and Supplies only; paper and equipment costs are calculated into the Black Comparison chart.

Average Copies Per Student - Color

Year	Copies
16/17	185
15/16	167
14/15	137
13/14	125
12/13	92
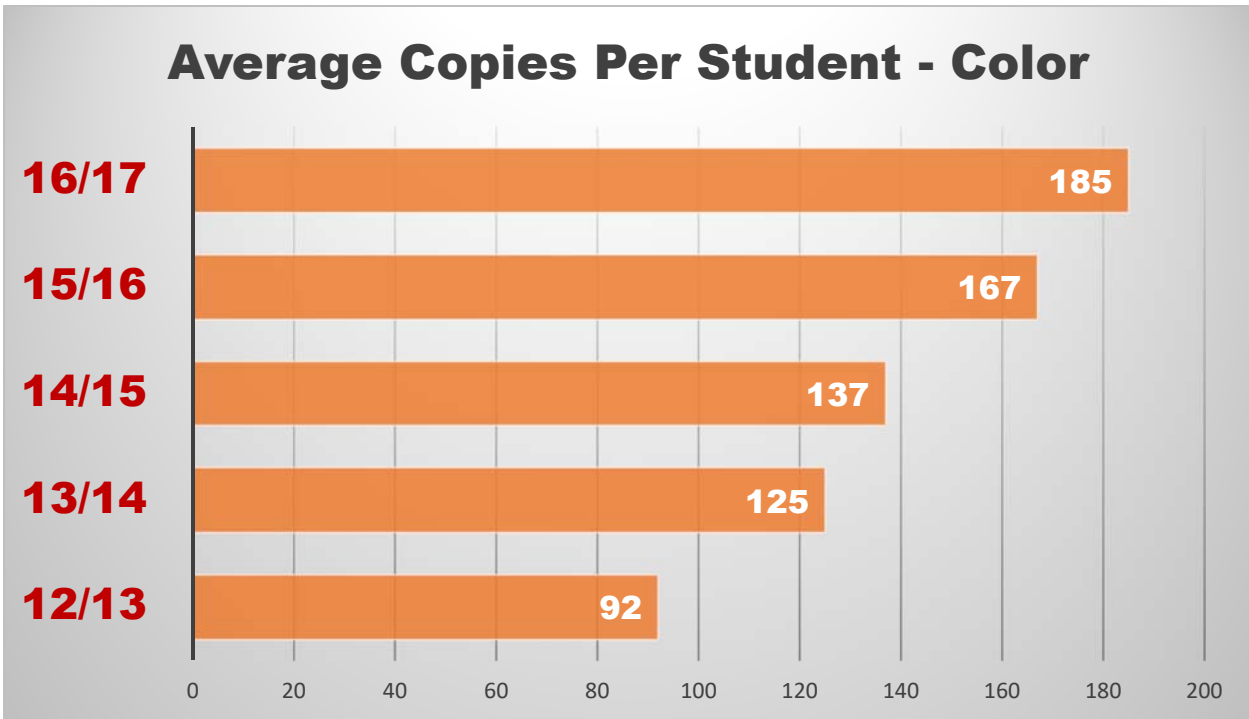
Color to Total Volume Percentage
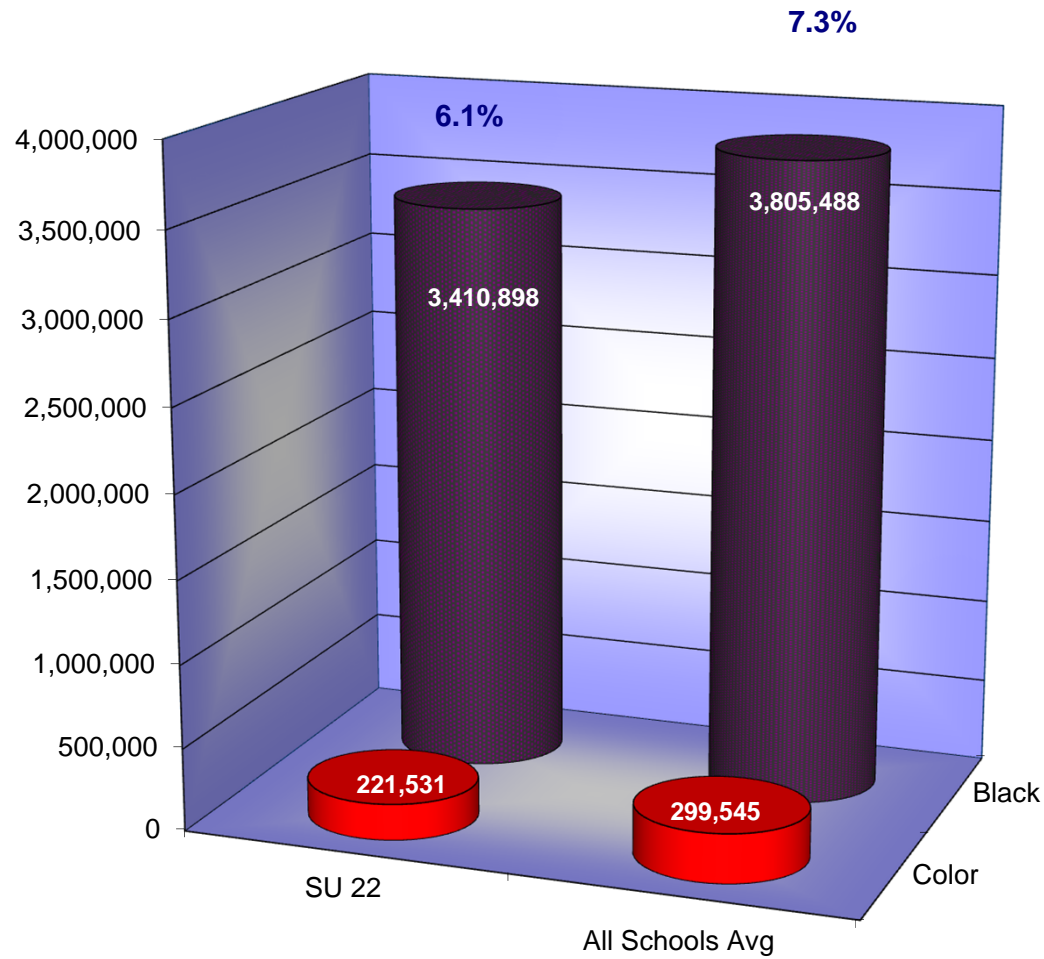
Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2016* *Recommendations*
BELLOWS FREE ACADEMY ELEMENTARY					
2nd Floor Printing Alcove					
Kyocera P2135DN / 37 PPM	24,902	45,409	20,507	$0.008330	None at this time.
LVK6542897 / 04072				$170.82	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Main Office					
Kyocera P6130cdn / 32 PPM	5,235	8,732	3,497	$0.010240	None at this time.
V5Q6403096 / 03914				$35.81	
750,000 / 06/2015	11,460	21,946	10,486	$0.08320	
Color Network Printer				$872.44	
OSV					
Toshiba e-Studio 857 / 85 PPM	424,552	872,822	448,270	$0.002870	None at this time.
SAAF90306 / 03958				$1,286.53	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2016* *Recommendations*
BELLOWS FREE ACADEMY ELEMENTARY					
Room 101					
Kyocera P2135DN / 37 PPM LVK6543149 / 04071	3,548	8,229	4,681	$0.008330 $38.99	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 106					
Kyocera P2135DN / 37 PPM LVK6543024 / 04080	0	998	998	$0.008330 $8.31	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 109					
Kyocera P2135DN / 37 PPM LVK6543159 / 04073	6,678	16,070	9,392	$0.008330 $78.24	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 114 Teachers' Lounge					
Toshiba e-Studio 857 / 85 PPM SAAF90291 / 03959	240,601	503,707	263,106	$0.002870 $755.11	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Make-Model / Speed					
Serial Number / Vendor ID			*2017-18*		*Date of Last Upgrade: 8/2/2016*
Life / Intro Date	*7/1/2017*	*6/30/2018*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	*Recommendations*

BELLOWS FREE ACADEMY ELEMENTARY

Subtotals Black	750,451	$2,373.82
Subtotals Color	10,486	$872.44

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2016* *Recommendations*

BELLOWS FREE ACADEMY HIGH

Girl's Phys Ed Office

Kyocera P2135DN / 37 PPM	4,876	7,732	2,856	$0.008330 $23.79	None at this time.
LVK3Z01815 / 03351					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Guidance Office

HP Laser Jet 600 M604 / 52 PPM	10,419	17,089	6,670	$0.008330 $55.56	None at this time.
CNDCJ3905M / 04119					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Toshiba E-Studio 6560C / 65 PPM	70,273	166,421	96,148	$0.003580 $344.21	None at this time.
CSCF25467 / 03869					
3,000,000 / 04/2014	40,218	99,355	59,137	$0.04547	
Color Photocopier				$2,688.96	
OSV					

Room 204

Kyocera P2135DN / 37 PPM	8,328	20,799	12,471	$0.008330 $103.88	None at this time.
LVK6543019 / 04074					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 8/2/2016* Recommendations
BELLOWS FREE ACADEMY HIGH					
Room 205					
Kyocera P6130cdn / 32 PPM V5Q6403130 / 03867	4,293	11,852	7,559	$0.010240 $77.40	None at this time.
750,000 / 06/2015	6,503	16,092	9,589	$0.08320	
Color Network Printer				$797.80	
OSV					
Room 205B					
Toshiba e-Studio 857 / 85 PPM SAAF90301 / 03977	343,996	709,061	365,065	$0.002870 $1,047.74	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Room 205C					
HP Laser Jet 600 M604 / 52 PPM CNBCJ2R07F / 04120	8,439	19,821	11,382	$0.008330 $94.81	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 215					
Kyocera P2135DN / 37 PPM LVK4512505 / 03365	19,105	23,855	4,750	$0.008330 $39.57	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2016 Recommendations
BELLOWS FREE ACADEMY HIGH					
Room 217					
Kyocera P2135DN / 37 PPM	1,095	1,402	307	$0.008330 $2.56	Underused!
LVK4512489 / 03364					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 258					
Kyocera P2135DN / 37 PPM	100	5,916	5,816	$0.008330 $48.45	None at this time.
LVK6543021 / 04076					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 261					
Kyocera P2135DN / 37 PPM	1,320	1,978	658	$0.008330 $5.48	None at this time.
LVK6543037 / 04075					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 261A					
Toshiba e-Studio 857 / 85 PPM	244,901	529,206	284,305	$0.002870 $815.96	None at this time.
SAAF90328 / 03978					
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2016* **Recommendations**
BELLOWS FREE ACADEMY HIGH					
Room 263c					
Kyocera P2135DN / 37 PPM	0	4,156	4,156	$0.008330 $34.62	None at this time.
LVK6543034 / 04085					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 301 Planning Room					
Kyocera P2135DN / 37 PPM	3,145	8,474	5,329	$0.008330 $44.39	None at this time.
LVK6543027 / 04078					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 302 Library					
Kyocera P2135DN / 37 PPM	4,705	10,698	5,993	$0.008330 $49.92	None at this time.
LVK6543025 / 04079					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 303 Nurse					
Kyocera P2135DN / 37 PPM	125	747	622	$0.008330 $5.18	None at this time.
LVK6543031 / 04077					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2016* *Recommendations*
BELLOWS FREE ACADEMY HIGH					
Room 402					
Kyocera P6130cdn / 32 PPM	0	490	490	$0.010240	None at this time.
V5Q6X04317 / 04818				$5.02	
750,000 / 06/2015	0	2,292	2,292	$0.08320	
Color Network Printer				$190.69	
OSV					
Room 403					
Kyocera P2135DN / 37 PPM	0	496	496	$0.008330	Underused!
LVK6543028 / 04081				$4.13	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 404					
Kyocera P2135DN / 37 PPM	1,717	2,828	1,111	$0.008330	None at this time.
LVK6543022 / 04082				$9.25	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 405					
Kyocera P2135DN / 37 PPM	13,010	26,841	13,831	$0.008330	None at this time.
LVK6543026 / 04083				$115.21	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2016* *Recommendations*
BELLOWS FREE ACADEMY HIGH					
Room 408					
Kyocera P2135DN / 37 PPM LVK6543023 / 04084	2,584	6,185	3,601	$0.008330 $30.00	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
VHS Room					
Kyocera P2135DN / 37 PPM LVK4512499 / 03268	8,962	9,634	672	$0.008330 $5.60	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
	Subtotals Black	**834,288**	**$2,962.73**		
	Subtotals Color	**71,018**	**$3,677.46**		

Make-Model / Speed			*2017-18*		
Serial Number / Vendor ID					*Date of Last Upgrade: 8/2/2016*
Life / Intro Date	*7/1/2017*	*6/30/2018*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

BELLOWS FREE ACADEMY MIDDLE

Library

Kyocera P2135DN / 37 PPM	26,215	32,899	6,684	$0.008330	None at this time.
LVK4512493 / 03513				$55.68	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 351

Kyocera P2135DN / 37 PPM	1,562	3,033	1,471	$0.008330	None at this time.
LVK6543040 / 04086				$12.25	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Room 356

Kyocera P2135DN / 37 PPM	3,014	6,345	3,331	$0.008330	None at this time.
LVK6543033 / 04087				$27.75	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2016* Recommendations
BELLOWS FREE ACADEMY MIDDLE					
Room 365					
Kyocera P6130cdn / 32 PPM V5Q6403066 / 03895	1,046	2,113	1,067	$0.010240 $10.93	None at this time.
750,000 / 06/2015	2,842	8,712	5,870	$0.08320	
Color Network Printer				$488.38	
OSV					
Toshiba e-Studio 857 / 85 PPM SAAF90326 / 03979	316,145	697,134	380,989	$0.002870 $1,093.44	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
	Subtotals Black	***393,542***		***$1,200.04***	
	Subtotals Color	***5,870***		***$488.38***	

Make-Model / Speed					*Date of Last Upgrade: 8/2/2016*
Serial Number / Vendor ID			*2017-18*		
Life / Intro Date	*7/1/2017*	*6/30/2018*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	*Recommendations*
FLETCHER ELEMENTARY					
Library					
Kyocera P2135DN / 37 PPM	30,344	44,547	14,203	$0.008330	None at this time.
LVK4512488 / 03367				$118.31	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Kyocera P6026CDN / 28 PPM	5,110	6,036	926	$0.010240	None at this time.
LW74701930 / 03370				$9.48	
500,000 / 02/2014	35,501	46,147	10,646	$0.08320	
Color Network Printer				$885.75	
OSV					
Room 102 Principal's Office					
Kyocera M2535DN / 37 PPM	17,287	37,225	19,938	$0.008330	None at this time.
LVZ5722955 / 04088				$166.08	
750,000 / 03/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					
Room 115					
Kyocera P6130cdn / 32 PPM	1,663	4,978	3,315	$0.010240	None at this time.
V5Q6403046 / 03894				$33.95	
750,000 / 06/2015	1,875	3,535	1,660	$0.08320	
Color Network Printer				$138.11	
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2016* *Recommendations*
FLETCHER ELEMENTARY					
Teachers' Room					
Toshiba e-Studio 857 / 85 PPM SAAF90297 / 03980	244,369	510,510	266,141	$0.002870 $763.82	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

		Subtotals Black	**304,523**	**$1,091.65**	
		Subtotals Color	**12,306**	**$1,023.86**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2016 Recommendations
GEORGIA ELEMENTARY & MIDDLE					
Library					
Kyocera P2135DN / 37 PPM LVK6543029 / 04089	3,175	7,190	4,015	$0.008330 $33.44	None at this time.
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Lower B-Wing					
Toshiba e-Studio 457 / 45 PPM CEBF56874 / 04092	61,991	133,185	71,194	$0.004920 $350.27	None at this time.
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Main Office					
Toshiba E-Studio 6560C / 65 PPM CSCF25486 / 03874	75,364	169,063	93,699	$0.003580 $335.44	None at this time.
3,000,000 / 04/2014	46,317	118,451	72,134	$0.04547	
Color Photocopier				$3,279.93	
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2016* **Recommendations**
GEORGIA ELEMENTARY & MIDDLE					
Room A109					
Kyocera P6130cdn / 32 PPM V5Q5901824 / 04252	2,498	3,086	588	$0.010240 $6.02	None at this time.
750,000 / 06/2015	13,101	22,626	9,525	$0.08320	
Color Network Printer				$792.48	
OSV					
Toshiba e-Studio 857 / 85 PPM SAAF90295 / 03981	187,219	374,669	187,450	$0.002870 $537.98	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Room B242					
Toshiba e-Studio 857 / 85 PPM SAAF90303 / 03982	254,393	495,498	241,105	$0.002870 $691.97	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2016* *Recommendations*
GEORGIA ELEMENTARY & MIDDLE					
Room C120					
Kyocera P6130cdn / 32 PPM V5Q6403071 / 03892	1,530	2,885	1,355	$0.010240 $13.88	None at this time.
750,000 / 06/2015 Color Network Printer OSV	9,924	18,555	8,631	$0.08320 $718.10	
Toshiba e-Studio 857 / 85 PPM SAAF90331 / 04091	415,071	820,671	405,600	$0.002870 $1,164.07	None at this time.
5,000,000 / 06/2014 Black Photocopier OSV	0	0	0	$0.00000 $0.00	
Unknown					
Kyocera P6130cdn / 32 PPM V5Q5901827 / 04251	1,159	3,244	2,085	$0.010240 $21.35	None at this time.
750,000 / 06/2015 Color Network Printer OSV	8,801	16,706	7,905	$0.08320 $657.70	
Subtotals Black		1,007,091		$3,154.43	
Subtotals Color		98,195		$5,448.21	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2016 Recommendations
SU 22 DISTRICT OFFICE					
2nd Floor					
Kyocera P2135DN / 37 PPM	1,635	2,539	904	$0.008330 $7.53	None at this time.
LVK5835070 / 03866					
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Accounts Payable					
HP Laser Jet 600 M602 / 52 PPM	104,128	125,076	20,948	$0.010880 $227.91	7 years from Intro.
CNCCF2S1JC / 03996					
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Copy Room					
Toshiba E-Studio 6560C / 65 PPM	103,548	192,278	88,730	$0.003580 $317.65	None at this time.
CSCF25482 / 03871					
3,000,000 / 04/2014	18,038	41,694	23,656	$0.04547	
Color Photocopier				$1,075.64	
OSV					
Office Check Printer					
HP Laser Jet 600 M604 / 52 PPM	1,885	4,504	2,619	$0.008330 $21.82	None at this time.
CNDCJ3905T / 04121					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2016* *Recommendations*
SU 22 DISTRICT OFFICE					
Payroll					
HP Laser Jet Pro M401dne / 35 PPM PHGFB05427 / 03997	51,418	59,220	7,802	$0.008330 $64.99	None at this time.
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

	Subtotals Black	**121,003**	**$639.90**
	Subtotals Color	**23,656**	**$1,075.64**

District Wide Black Totals	*3,410,898*	*$11,422.58*
District Wide Color Totals	*221,531*	*$12,585.98*

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 5/1/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2017-18 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
3,410,898	$0.01783	$60,816.31

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,410,898	$0.00335	$11,426.51	$49,389.80	$246,949.02

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $49,389.80 x 11 years as a Client

=$543,287.83 Cost Savings!

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the <u>upcoming fiscal year</u>.

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Bellows Free Academy Elementary	750,451	$2,439.93	$3,723.74	$7,438.61	$13,602.28
Bellows Free Academy High	834,288	$3,045.19	$4,139.74	$8,269.62	$15,454.55
Bellows Free Academy Middle	393,542	$1,233.47	$1,952.76	$3,900.86	$7,087.09
Fletcher Elementary	304,523	$1,122.02	$1,511.04	$3,018.49	$5,651.55
Georgia Elementary & Middle	1,007,091	$3,242.59	$4,997.19	$9,982.47	$18,222.25
SU 22 District Office	121,003	$657.67	$600.42	$1,199.40	$2,457.49
Total	**3,410,898**	**$11,740.88**	**$16,924.88**	**$33,809.46**	**$62,475.22**

SPC Equipment Bids:
Presently our bids are coming in between 14.77% to 20.87% *of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of $45,640 is coming in at* $7,342....16% of Retail! *Our prices are negotiated and supported directly by the manufacturer.*

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Bellows Free Academy Elementary	10,486	$896.87
Bellows Free Academy High	71,018	$3,780.25
Bellows Free Academy Middle	5,870	$502.06
Fletcher Elementary	12,306	$1,052.53
Georgia Elementary & Middle	98,195	$5,600.54
SU 22 District Office	23,656	$1,105.68
Total	**221,531**	**$12,937.93**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. Current year's increase is 2.8%.

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	19,938	$0.00833	$166.08	$0.00856	$170.67
Office Systems of Vermont	Black Network Printer	157,328	$0.00833	$1,310.54	$0.00856	$1,346.73
Office Systems of Vermont	Black Network Printer	20,948	$0.01088	$227.91	$0.01118	$234.20
Office Systems of Vermont	Black Photocopier	2,842,031	$0.00287	$8,156.63	$0.00295	$8,383.99
Office Systems of Vermont	Black Photocopier	71,194	$0.00492	$350.27	$0.00506	$360.24
Office Systems of Vermont	Color Network Printer	20,882	$0.01024	$213.83	$0.01053	$219.89
Office Systems of Vermont	Color Photocopier	278,577	$0.00358	$997.31	$0.00368	$1,025.16
Total		**3,410,898**	**$0.00335**	**$11,422.58**	**$0.00344**	**$11,740.88**

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. <mark>Current year's increase is 2.8%.</mark>

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Office Systems of Vermont	Color Network Printer	66,604	$0.08320	$5,541.45	$0.08553	$5,696.64
Office Systems of Vermont	Color Photocopier	154,927	$0.04547	$7,044.53	$0.04674	$7,241.29
Total		**221,531**	**$0.05681**	**$12,585.98**	**$0.05840**	**$12,937.93**

Reprographic Equipment Assessment

This chart provides the status of your equipment and details of your current lease, if any. *

Total Number of Units	**53**
Total Number of Units on Lease	**40**
Total Number of Units Owned	**13**
Lease Company	**Northway Bank**
Lease Start Date	**8/2/2016**
Lease End Date	**8/1/2021**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$33,809.46**
Remaining Payments	**3**

The determination on the lease has no bearing on Service & Supply and Warranty Contracts.

Leased Equipment

Building	Make/Model	Serial Number
Bellows Free Academy Elementary	Kyocera P2135DN	LVK6543024
Bellows Free Academy Elementary	Kyocera P6130cdn	V5Q6403096
Bellows Free Academy Elementary	Kyocera P2135DN	LVK6542897
Bellows Free Academy Elementary	Toshiba e-Studio 857	SAAF90306
Bellows Free Academy Elementary	Kyocera P2135DN	LVK6543159
Bellows Free Academy Elementary	Kyocera P2135DN	LVK6543149
Bellows Free Academy Elementary	Toshiba e-Studio 857	SAAF90291
Bellows Free Academy High	Toshiba e-Studio 857	SAAF90301
Bellows Free Academy High	Kyocera P2135DN	LVK6543023
Bellows Free Academy High	HP Laser Jet 600 M604	CNBCJ2R07F
Bellows Free Academy High	Kyocera P6130cdn	V5Q6X04317
Bellows Free Academy High	Kyocera P2135DN	LVK6543037
Bellows Free Academy High	Kyocera P2135DN	LVK6543021
Bellows Free Academy High	Toshiba e-Studio 857	SAAF90328
Bellows Free Academy High	Kyocera P2135DN	LVK6543027
Bellows Free Academy High	Kyocera P6130cdn	V5Q6403130
Bellows Free Academy High	Kyocera P2135DN	LVK6543028
Bellows Free Academy High	Kyocera P2135DN	LVK6543022
Bellows Free Academy High	Toshiba E-Studio 6560C	CSCF25467
Bellows Free Academy High	Kyocera P2135DN	LVK6543019
Bellows Free Academy High	Kyocera P2135DN	LVK6543026

Building	Make/Model	Serial Number
Bellows Free Academy High	Kyocera P2135DN	LVK6543034
Bellows Free Academy High	Kyocera P2135DN	LVK6543025
Bellows Free Academy Middle	Kyocera P2135DN	LVK6543040
Bellows Free Academy Middle	Kyocera P6130cdn	V5Q6403066
Bellows Free Academy Middle	Toshiba e-Studio 857	SAAF90326
Bellows Free Academy Middle	Kyocera P2135DN	LVK6543033
Fletcher Elementary	Toshiba e-Studio 857	SAAF90297
Fletcher Elementary	Kyocera M2535DN	LVZ5722955
Fletcher Elementary	Kyocera P6130cdn	V5Q6403046
Georgia Elementary & Middle	Toshiba e-Studio 857	SAAF90303
Georgia Elementary & Middle	Kyocera P2135DN	LVK6543029
Georgia Elementary & Middle	Toshiba E-Studio 6560C	CSCF25486
Georgia Elementary & Middle	Kyocera P6130cdn	V5Q6403071
Georgia Elementary & Middle	Toshiba e-Studio 857	SAAF90331
Georgia Elementary & Middle	Toshiba e-Studio 457	CEBF56874
Georgia Elementary & Middle	Toshiba e-Studio 857	SAAF90295
SU 22 District Office	Kyocera P2135DN	LVK5835070
SU 22 District Office	HP Laser Jet 600 M604	CNDCJ3905T
SU 22 District Office	Toshiba E-Studio 6560C	CSCF25482

Owned Equipment

Building	Make/Model	Serial Number
Bellows Free Academy High	Kyocera P2135DN	LVK6543031
Bellows Free Academy High	Kyocera P2135DN	LVK3Z01815
Bellows Free Academy High	Kyocera P2135DN	LVK4512505
Bellows Free Academy High	Kyocera P2135DN	LVK4512489
Bellows Free Academy High	HP Laser Jet 600 M604	CNDCJ3905M
Bellows Free Academy High	Kyocera P2135DN	LVK4512499
Bellows Free Academy Middle	Kyocera P2135DN	LVK4512493
Fletcher Elementary	Kyocera P6026CDN	LW74701930
Fletcher Elementary	Kyocera P2135DN	LVK4512488
Georgia Elementary & Middle	Kyocera P6130cdn	V5Q5901827
Georgia Elementary & Middle	Kyocera P6130cdn	V5Q5901824
SU 22 District Office	HP Laser Jet 600 M602	CNCCF2S1JC
SU 22 District Office	HP Laser Jet Pro M401dne	PHGFB05427

Service and Supply Contract – Client

Specialized Purchasing Consultants ("SPC") hereby contracts with _____ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: <u>Skip Tilton</u>

Title: <u>President/Owner</u>

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: **Vendor**

12/23/13

Warranty

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;

2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

AGREED AND ACCEPTED BY:
Vendor

By:

Title:

Date:

Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature:

12/23/13

StarDoc User Names

Name	User Name
Carol Graves	cgraves
Christine Sumner	csumner
Frank Calano	fcalano
Jason Smith	jjsmith
Jeff Smith	jsmith
Ned Kirsch	nkirsch
Sally Billado	sbillado
Steve Emery	semery
Tom Walsh	twalsh

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com

Benefits of partnering with SPC

Top Benefits to <mark>our CLIENTS</mark>:

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

➢ SPC's pricing is so strong *we pay for our own fee* by acquiring prices lower than what you can do on your own.

➢ We will *save you money* benefiting from the combined purchasing power of more than 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 80 million prints!

➢ We will *save you time* by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.

➢ We will *save you frustration*. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

➢ Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

➢ STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.

➢ Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

➢ Removes the confusion out of billing.

➢ Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

➢ With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.

➢ Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

➢ SPC's staff surveys key locations that determine life of existing equipment.

➢ Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.

➢ Manages the entire bid process down to the install.

5. Annual Report

➢ A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage

➢ You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

➢ SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.

➢ We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated
Annual Savings of more than $2.5 million for all of our clients.
That translates into Savings of more than $12 million over five years!

SPC Values Our Vendors

Overall Benefits to <mark>our VENDORS</mark>

- Opportunities brought to you – Annually, we purchase approximately 1,100 units running over 80 million prints!
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices & contracts.

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments…Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?
- Vendors worry that bidding will reduce their margins.
- If word gets out on pricing, they feel that their other customers will call and ask for similar prices.
- Lose control of their account as winning bidder may beat their pricing.
- SPC bids are designed to keep specs equal for all, no chance of providing a lesser piece of equipment.

SPC manages over 4,100 pieces of equipment;
Our relationship with our vendors has never been *stronger*!